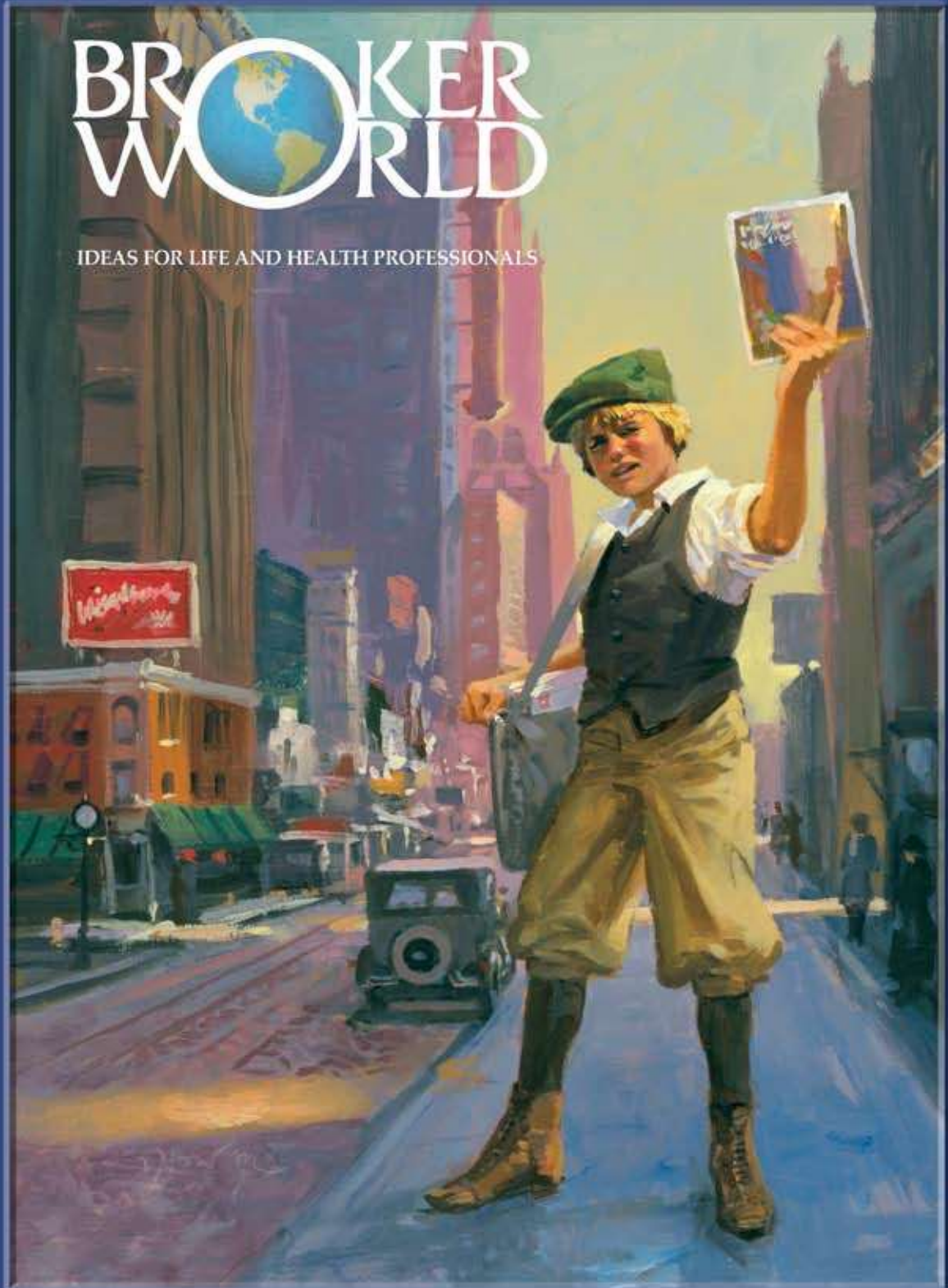


EXHIBIT 3

2013

Long Term Care Survey





**CLAUDE
THAU**

FSA, MAAA, is president of Thau, Inc. He can be reached by telephone at 913-403-5824. Fax: 913-384-3781. Email: cthau@targetins.com.



**DAWN
HELWIG**

FSA, MAAA, is a principal and consulting actuary in the Chicago office of Milliman, Inc. She can be reached at Milliman, Inc., 71 South Wacker Drive, 31st Floor, Chicago, IL 60606. Telephone: 312-499-5578. Email: dawn.helwig@milliman.com.



**ALLEN
SCHMITZ**

FSA, MAAA, is a principal and consulting actuary in the Milwaukee office of Milliman, Inc. He can be reached at 15800 Bluemound Road, Suite 400, Brookfield, WI 53005. Telephone: 262-796 3477. Email: allen.schmitz@milliman.com.

2013 Long Term Care Insurance Survey

This 2013 *Long Term Care Insurance Survey* is the fifteenth consecutive annual review of long term care insurance (LTCI) published by *BROKER WORLD* magazine. The survey compares products, reports sales distributions, and analyzes the changing marketplace.

Unless otherwise indicated, references are solely to the U.S. stand-alone LTCI market and exclude the exercise of future purchase options or other changes to existing coverage. Stand-alone refers to LTCI policies which *do not* include death benefits (other than returning premiums upon death or waiving a surviving spouse's premiums) or annuity or disability income benefits.

The data includes multi-life groups, which are certificates or individual policies sold with discounts and/or underwriting concessions, but not guaranteed issue, to groups of people based on common employment or affinity relationships. Except where *true group* is specifically mentioned, comments and data *do not* include sales of certificates to groups on a guaranteed issue basis.

Comparisons of worksite sales characteristics to overall sales characteristics will be discussed in the August issue of *BROKER WORLD* magazine.

Highlights from This Year's Survey

• Participants

LifeSecure and Thrivent are new participants in the survey, and Northwestern, while not displayed, contributed statistical data.

Mutual of Omaha/United of Omaha did not participate this year because the company is in the midst of a product change which includes gender-distinct pricing. New pricing was not complete and the company did not want gender-neutral pricing to appear in a publication that has a shelf-life to July 2014. United Security Assurance also is taking a one-year hiatus, but is still committed to the market and is filing its product in a new jurisdiction. In both cases, their products displayed last year are still available as this article is being written, except that Mutual of Omaha/United of

Omaha discontinued its worksite program.

• Sales

✓ The 12 carriers that contributed statistical data to this survey sold 190,353 policies for \$466,167,460 of new annualized premium in 2012, plus 188 single premium policies with \$9.78 million of premium. No carriers currently sell stand-alone LTCI on a single premium basis.

✓ We estimate that the entire stand-alone LTCI industry, including insurers which discontinued sales, sold 232,800 policies (0.7 percent more than in 2011) for \$564.3 million of annualized premium (5.0 percent more than in 2011).

✓ Ignoring single premium sales, the reporting insurers sold 9.1 percent more policies in 2012 than in 2011 and 14.3 percent more annualized premium.

✓ Genworth, Prudential and Unum

SPECIAL FOCUS

Table 8
Sales by Benefit Increase Type

Benefit Increase Type	2012	2011	2010	2009	2008	2007
Level Premium Benefit Increases						
5% Compound for Life	32.7%	35.3%	34.9%	41.2%	47.6%	47.7%
5% Compound for 20 Years	0.0	0.9*	—	—	—	—
4% Compound	0.5	0.5	0.4	—	—	—
3% Compound	22.5	17.1	8.8	—	—	—
Other Compound	0.5	3.5	3.6	6.8	6.1	4.5
5% Simple for Life	6.8	9.7	12.2	14.6	18.3	20.2
Age-Adjusted	0.5*	0.0	0.0	0.0	0.0	0.0
Indexed Level Premium	4.0	8.1	14.4	10.9	6.0	3.7
Increasing Premium Benefit Increases						
Step-Rated	0.2	0.0	0.0	0.0	2.3	2.6
Deferred Compound Option	1.9	2.0	1.3	—	—	—
FPO**: Indexed	0.0	0.0	0.6	0.4	0.7	0.0
FPO**: Fixed	20.3	12.8	15.6	16.8	10.1	9.1
Other						
No Benefit Increases	9.9	9.2*	7.9	9.0	8.3	11.6
Other	0.2	0.5	0.3	0.4	0.6	0.6

*Adjusted upward to make the total equal 100.0 percent.

**Future Purchase Option

Table 10
Sales By Facility Elimination Period

Number of Days	2012	2011	2010	2009	2008	2007
0 - 19	1.1%	1.2%	2.0%	2.8%	2.6%	3.0
20 - 44*	5.7	6.1	6.7	9.4	10.2	10.7
45 - 83*	1.0	1.7	10.8	11.7	4.8	5.7
84 - 100*	86.1	86.3	76.3	72.2	78.3	75.4
More Than 100	6.1	4.7	4.2	3.9	4.1	5.2

*Prior to 2011, these categories were 20-30, 31-89 and 90-100.

Table 11 (on page 9) shows that sixty-seven percent of buyers were part of couples who both bought in 2012, 12.9 percent were reported as one-of-a-couple purchasers, and 19.9 percent were reported as single. Tighter underwriting would tend to depress the per-

centage of couples who both buy, especially as the industry seems to be improving at conserving the well spouse's policy (up to 75.8 percent based on limited data in 2012). Some insurers also lowered couples' discounts in 2012. Nonetheless, the percentage

Table 9
Future Purchase Option Election Rates

Year	2012	2011	2010
Election Rate	25.5%	24.4%	27.0%

of both-buy couples increased, perhaps due to fire sales before the reductions in couples' discounts, as well as a change in mix of contributing insurers and a change in reporting methodology by one participant.

One-of-a-couple sales are understated because 4.8 percent of sales were reported by insurers that could not identify such sales and some insurers may not be able to identify all such sales. Hence, although the carriers reported that 12.9 percent of buyers were one-of-a-couple in 2012, the true percentage may be 14 percent, with a corresponding decrease in single insureds. Overall, 27.7 percent of the couples in 2012 were reported to insure only one person.

Overall, our analysis suggests that 54.9 percent of buyers are women, but 69.1 percent of single people who buy are female. That should change somewhat with the shift to gender-distinct pricing.

Shared Care and Other Couples' Features. Last year, we reported that the percentage of couples who both bought limited BP policies (eligible couples) and selected shared care was surprisingly low. This year it bounced back to 39.8 percent (Table 12 on page 9). Among insurers that offer shared care, 47.7 percent of eligible insureds purchased it.

Some products offer (or include automatically) joint waiver of premium (premium waived for both insureds if either qualifies) and/or survivorship features that waive premiums for a survivor after the first death if specified policy conditions are met. In 2012, 31 percent of policies sold to couples both buying included joint waiver of premium (46.4 percent for carriers that offer that feature, because it is often automatic) and 36 percent included survivorship (53.7 percent for carriers that offer that feature).

This year we queried, for the first time, about shared care sales by BP. Table 13

2013 Annual Long Term Care Insurance Survey

See page 12 for description of abbreviations.

1	COMPANY NAME	BANKERS LIFE & CASUALTY		COUNTRY LIFE	
2	Policy Type	Comprehensive	Comprehensive	Facility Only	Comprehensive
3	Product Marketing Name	GR-N620 (Standard Package)	GR-N650 (Premier Package)	Facility Only LTC	Comprehensive LTC
4	Policy Form Number	GR-N620	GR-N650	LTC-520	LTC-500
5	Year First LTCI Policy Offered	1985		1989	
6	Year Current LTCI Policy Was Priced	2009		2004	
7	Jurisdictions LTCI Available	All States (BLNY in NY)		23 States, No Northeast	
8	State Partnerships (as of January 1, 2013)	38 (Including CA,CT,IN)		18	
9	Financial Ratings (as of December 31, 2012)				
10	A.M. Best	B++		A+	
11	Standard & Poor's	BB+		Not Rated	
12	Moody's	Baa3		Not Rated	
13	Fitch	BBB		Not Rated	
14	COMDEX Ranking (as of May 1, 2013)	55		87	
15	Financials (Millions)				
16	Assets (December 31, 2012)	\$14,941		\$9,553	
17	Surplus (December 31, 2012)	\$915		\$1,027	
18	Percent Increase (Assets, Surplus)	3%,12%		7%, 3%	
19	LTCI Premium (Millions)				
20	2012 First Year Premium	\$16.6		\$2.3	
21	2012 End of Year In-Force Premium	\$531.3		\$25.8	
22	Percent Increase (New Business, In-Force)	-2%, -4%		27%, 8%	
23	LTCI Lives Insured				
24	2012 First Year Issued	9,953		1,104	
25	2012 End of Year In-Force	298,693		17,631	
26	Percent Increase (New Business, In-Force)	-4%, -5%		13%, 5%	
27	Policy Ranges and Elimination Period Terms				
28	Issue Age Range, Gender Basis	18 - 89		18 - 84	
29	Daily, Weekly or Monthly Benefit Range	\$40 - \$400		\$50 - \$350	
30	Benefit Periods and/or Pools	1, 2, 3, 4, 5, 6, 8, L (500 - 2,500 Day BP Also Available)		2, 3, 4, 5, L	
31	Elimination Periods	0, 15, 30, 60, 90, 180, 365, 730, 1095, 1460		30, 90, 180, 365	
32	Vanishing, Cumulative	Yes, Yes		Yes, Yes	
33	Elimination Period Crediting	3 HC/Week=7		Service Days	
34	Zero-Day HCBC EP with Longer NH EP	No		Facility Only	No
35	Policy Benefits				
36	Number of Benefit Pools, EPs	1, 1		Facility Only	1, 1
37	HCBC Payment Basis	Weekly	Monthly	Facility Only	Daily (Monthly Extra \$)
38	Indemnity Facility, Indemnity HCBC	No, No		No, NA	Both Extra Cost
39	Full Cash (Disability) Benefit	NA		NA	
40	Partial Cash (Disability) Alternative	NA		NA	
41	Additional Cash Benefit	25% (Extra Cost)		NA	
42	Assisted Living (Percent of NH Max)	50%	100%	100%	
43	Home Care Health Aide (Percent of NH Max)	50%	50%, 100%	Facility Only	50%, 100%
44	Independent Professional, Non-Professional	Same, Not Covered		Facility Only	Both Same As Above
45	Homemaker Services	Must Be Incidental		Facility Only	Must Be Incidental
46	Informal Care (Other Than Family)	Not Covered		Facility Only	Use Excess Indemnity Over Qualified Cost
47	Informal Family Care	Not Covered		Facility Only	
48	Benefit Increase Features				
49	Lifetime Compound Increases (Level Premium)	2%, 3%, 4%, 5%		5%	
50	Lifetime Simple Increases (Level Premium)	5%		5%	
51	Other Increases (Level Premium)	2 Decreasing Inflation Options Are Also Offered (See Other Comments)		NA	
52	Increased Before Claims Deducted?	No		No	
53	Future Purchase Options (FPO)	15% Every 3 Years		NA	
54	Benefit Increase Comments	FPO: To 89 If No Declines or Claims		NA	
55	Other Comments	5% Compound Through Age 60, Then Either 3% Compound or 5% Simple Through Age 75, Then 0%; HCO; FO			

GENWORTH		JOHN HANCOCK		KNIGHTS OF COLUMBUS		1
Comprehensive	Comprehensive	Comprehensive	Worksite	Facility Only	Comprehensive	2
Privileged Choice Flex	Privileged Choice Flex 2	Custom Care III (Gender Distinct)	Custom Care III (Unisex)	K of C Care	K of C Care	3
7052	8000, 8001	LTC-12	LTC-11	NHC01	LTC01	4
1974		1987		2000		5
2012		2012		1999		6
All States & DC		All States & DC		All States & DC		7
37 (Including CA,CT,IN,NY)		28 (Including CA,CT,IN,NY)		None		8
						9
A		A+		A++		10
A-		AA-		AA+		11
A3		A1		Not Rated		12
A-		AA-		Not Rated		13
75		93		100		14
						15
\$36,879		\$227,142		\$19,402		16
\$3,411		\$5,794		\$1,804		17
3%, 10%		4%, 17%		8%, 7%		18
						19
\$221.0		\$27.0		\$4.2		20
\$2,358.8		\$1,559.2		\$49.3		21
7%, 7%		-48%, 3%		17%, 11%		22
						23
89,977		9,415		3,248		24
1,194,356		708,198		40,087		25
0%, 4%		-54%, -2%		10%, 8%		26
						27
18 - 79	18 - 75, Sex-Distinct for Singles	18 - 79, Sex-Distinct	18 - 79	30 - 85		28
\$50 - \$400		\$50 - \$500		\$50 - \$400		29
2, 3, 4, 5, 6, 8, 10		2, 3, 4, 5, 6, 10		3, 5, L		30
30, 90, 180, 365		30, 60, 90, 180, 365		30, 60, 90, 180		31
Yes, Yes		Yes, Yes		Yes, No		32
Choice of Service Days; or Calendar Days After 1st Expense		Service Days		Calendar Days		33
Extra Cost; HC Days Retire FC EP		Extra Cost; HC Days Retire FC EP		No		34
						35
1, 1		1, 1		1, 1		36
Daily (Monthly Extra \$)		Daily (Monthly Extra \$)		Facility Only	Monthly	37
No, No		No, No		No, NA	No, No	38
NA		NA		NA		39
NA		NA		NA		40
NA		15% (Extra Cost)		NA		41
50%, 100%		100%		100%		42
50%, 100%		100%		Facility Only	100%	43
Both Same As Above	Same, Not Covered	Up to 75% If No HCA in 40 Miles		Facility Only	Both Same As Above	44
Same As Custodial Care	Also Informal Caregivers	Must Be Incidental		Facility Only	Same As Custodial Care	45
Same As Above	Homemaker & Chore Svcs	Not Covered		Facility Only	Same As Above	46
Family Members Only If Normal Compensation as HC Provider Employee		Family Members Only If Normal Compensation as HC Provider Employee		Facility Only	Not Covered	47
						48
3%, 5%	3%, 4%, 5%	5%, CPI		5%		49
5%		NA		NA		50
NA		CPI to Age 75, Benefit Builder		NA		51
Yes	No	No		No		52
NA	15.76% Every 3 Years	10%/3 Years w/Benefit Builder (5%/3 Years w/CPI BIO)	10% of Orig MDB Every 2 Years Until 2 Straight Declines or On Claim			53
NA		Benefit Builder Excess Interest Buys Pd-Up Additions; No FPO at Ages 76+, If On Claim in Past 2 Yrs, or If Declined 2x. Benefit Builder FPO Also Lost If 1 Decline for Issue Age 65+ or If Ever Received Benefits				54
Same Generation Relatives Can Qualify for Spousal Discounts; Coordinates Benefits with All Other LTCI	Gender-Distinct Pricing for Single Policies but Not Couples; Coordinates Benefits with All Other LTCI					55

2013 Annual Long Term Care Insurance Survey

See page 12 for description of abbreviations.

56	COMPANY NAME	BANKERS LIFE & CASUALTY		COUNTRY LIFE	
57	Product Marketing Name	GR-N620 <i>(Standard Package)</i>	GR-N650 <i>(Premier Package)</i>	Facility Only LTC	Comprehensive LTC
58	Sales Rep/Source for More Info	www.bankerslife.com		866-856-4760	
59	Ancillary Benefits				
60	Bed Reserve Days/Year, Respite during EP?	60+Other, No	60+Other, 21	30, 30	
61	Alternative Plan of Care <i>(APC)</i>	No	Contractual After EP	Contractual After EP	
62	Home Modification	NA	30 x MDB	Facility Only	50 x MDB
63	Caregiver Training Benefit	NA	25% of Monthly HC	Facility Only	3 x MDB
64	Emergency Alert	NA	5% HC MMB; Max 12 Months	Facility Only	50 x MDB
65	Equipment Benefit	NA	5% HC MMB; Max 12 Months	Facility Only	50 x MDB
66	Drug, Ambulance Benefit	NA, \$75/Trip x 4x/Year		NA	NA
67	Claims Issues				
68	Conditional Receipt Protection	No		No	
69	Coverage Beyond USA	Canada <i>(Other = 30 Days)</i>		No	
70	Provider Discounts <i>(Directly or Indirectly)</i>	No		No	
71	Care Coordination Available From	Through Network		Through Network	
72	Third Party Care Coordinator Limits	None		None	
73	Independent Review	Extended to In-Force in States with IR; Initiates IR for Client		Extended to In-Force in States with IR	
74	Premiums and Discounts				
75	Preferred Discount	10%		10%	
76	Substandard Extra Ratings	25%, 50%, 100%		None	
77	Two-Spouse, Two-Partner Discounts	35%, 10%		30%, 0%	
78	Requires Identical Coverage?	No		No	
79	If Spouse is a Surprise Decline?	Reduced		Reduced	
80	If Spouse Answers Yes to Knockout Question?	Reduced		Reduced	
81	One-Spouse Discount <i>(Only 1 Spouse Applies)</i>	15%		15%	
82	Maximum Best UW Class & Spouse Discount	41.50%		40%	
83	Later Marriage Earns Discount For	Current & New Spouse		Current & New Spouse	
84	Most Common Employer, Affinity Discount	NA, 5%		NA	
85	Minimum Size Employer Group, Number Apps	NA		NA	
86	Minimum Size Affinity Group, Number Apps	Varies		NA	
87	Credit Card: Frequencies Accepted	None		None	
88	Non-Level Premiums				
89	Fixed Periods	10, 20		10	
90	Paid Up at Ages	NA		65	
91	Other Options	NA		NA	
92	Waiver of Premium				
93	First Premium Waived <i>(Days)</i>	Elimination		Elimination	
94	Home and Community Based Care Waiver	Yes		Facility Only	Yes
95	Joint Waiver	Extra Cost	Automatic	Extra Cost	
96	Return of Premium Upon Death <i>(ROP)</i>				
97	ROP Design 1	Net; Grades from 10% @ 4th Year to 100% @ Year 20+		Net, Decrease to \$0 @ Age 80	
98	ROP Design 2	NA		NA	
99	Other Riders and Features				
100	Paid Up Survivor Benefit	Extra Cost		Extra Cost	
101	Both People Must Survive Number of Years	10		10	
102	Claim-Free Requirement?	No		No	
103	Shared Care Benefit	Permanent Extra \$, Third Pool		NA	Permanent Extra \$
104	Other Shared Care Aspects				
105	Restoration of Benefits	Extra Cost	Included	Extra Cost	
106	Other Comments	Extra-Cost Rider Ups Survivor's Daily Benefit 50% But Survivor's Premium Is Unchanged; Return of Premium Applies on Lapse Also			
107	Non-Tax-Qualified Policies <i>(NTQ)</i>				
108	NTQ: Percent of Sales, Extra Cost	8%, 6%		100% TQ	
109	NTQ: Facility and Home Care Triggers	Double/2 ADL, Double/2 ADL		NA	
110	Combination Policies Offered				
111		None		Life	

GENWORTH		JOHN HANCOCK		KNIGHTS OF COLUMBUS		56
Privileged Choice Flex	Privileged Choice Flex 2	Custom Care III (<i>Gender Distinct</i>)	Custom Care III (<i>Unisex</i>)	K of C Care	K of C Care	57
www.genworth.com		800-270-1700		paul.ochs@kofc.org		58
						59
60+Other, 30		60+Other, No		21, 21		60
Contractual After EP		Contractual After EP		By Company Practice	Contractual After EP	61
3 x Monthly Max*		30 x MDB*		Facility Only	\$1,000/Calendar Year	62
Included Above*		Included Above*		Facility Only	\$500/Calendar Year	63
Included Above*		Included Above*		LifePlans Provider Discount Program*		64
Included Above*		Included Above*		Facility Only	\$1,000/Calendar Year	65
NA		NA		NA, \$250/Year		66
						67
Limited, After Application	Full, After UW Reqt	Full, After UW Reqt		No		68
NH 75%/4 Yrs; HC 25%/1 Yr		International (365)		No		69
Yes, for Relatives Too		Yes, for Relatives Too		Yes		70
Through Network		Client's Choice		Client's Choice*		71
None		Up to 10 x MDB (<i>1/3 Monthly Max</i>)		\$500/Calendar Year		72
Initiates IR for Client		Extended to All States for NB & Some for In-Force		Extended to All States and All In-Force		73
						74
None	"Pld Best" is 90% x "Pld" which is 80%-97% x	10%		None		75
None	"Sel"; "Std" is 125% x "Sel"	25%, 50%		None		76
20%, 20%	Females~49%; Males~28%; Varies By Age	30%, 30%		15%, 0%		77
No		No		No		78
Reduced		Lost		Unchanged		79
Lost		Lost		Unchanged		80
10% If Second Spouse Applies and Is Not Rejected for a Knock-Out Reason	85% of Single Rate	0%		10%		81
20%	Female~60%; Male~38%	35%		15%		82
Current (<i>If Within 12 Months</i>) & New Spouse		Neither		New Spouse		83
NA		NA, 5%	5%, 5%	NA		84
NA		NA	5, 3	NA		85
NA		10, 3		NA		86
M, Q, SA, A (<i>First Payment Only</i>)		None		None		87
						88
NA		NA		NA		89
NA		95 (<i>Automatic</i>)		NA		90
NA		NA		NA		91
						92
Elimination		Elimination		Elimination		93
Yes		Yes		Yes		94
Automatic w/Shared Care; Otherwise No		Extra Cost		Not Offered		95
						96
Net, 100% Starts @ 10th Year		Incl: Death Before 65		Net, 100% Starts @ 10th Year		97
Net, Decreasing to \$0 @ Age 75		NA		NA		98
						99
Extra Cost		Extra Cost		Not Offered		100
7 or 10	10	10		NA		101
Yes (<i>Alt = No</i>)	Yes	Yes		NA		102
Extra Cost Ends If Partner Dies		Extra Cost Ends If Partner Dies. If Pool Depleted,		Permanent Extra \$		103
Joint WP; Survivor Protected for At Least 1/2 Original Bucket		Spouse <91 & No Claim in 2 Years, Can Buy 2 Year BP				104
Extra Cost		NA		NA		105
						106
Online Live+Well Program Developed by Mayo Clinic		Benefit Builder Provides Paid-up Additions Based on Excess Earned Interest (Portfolio Rate - 3%)				
						107
100% TQ		100% TQ		Only in CA: 0%, 10%		108
NA		NA		More Than 6 ADLs, Same As TQ		109
						110
Life		Life		None		111

2013 Annual Long Term Care Insurance Survey

See page 12 for description of abbreviations.

1	COMPANY NAME	LIFESECURE	MEDAMERICA
2	Policy Type	Comprehensive Worksite	Comprehensive Comprehensive with Cash Rider
3	Product Marketing Name	LifeSecure Long Term Care LifeSecure OMTH (Worksite Program)	Simplicity II FlexCare
4	Policy Form Number	LS-0002 LS-0002	SPL2-336 FC-336
5	Year First LTCI Policy Offered	2006	1987
6	Year Current LTCI Policy Was Priced	2007	2007 2011
7	Jurisdictions LTCI Available	All But CT,MA,ME,NH,NY,NJ	All States & DC
8	State Partnerships (as of January 1, 2013)	24	16 (Including CT,NY)
9	Financial Ratings (as of December 31, 2012)		
10	A.M. Best	Not Rated	B++
11	Standard & Poor's	Not Rated	A-
12	Moody's	Not Rated	Not Rated
13	Fitch	Not Rated	Not Rated
14	COMDEX Ranking (as of May 1, 2013)	NA	49
15	Financials (Millions)		
16	Assets (December 31, 2012)	\$186	\$1,235
17	Surplus (December 31, 2012)	\$24	\$48
18	Percent Increase (Assets, Surplus)	24%, -9%	10%, -21%
19	LTCI Premium (Millions)		
20	2012 First Year Premium	\$3.9	\$10.0
21	2012 End of Year In-Force Premium	\$29.2	\$135.9
22	Percent Increase (New Business, In-Force)	11%, 12%	32%, 6%
23	LTCI Lives Insured		
24	2012 First Year Issued	2,801	5,135
25	2012 End of Year In-Force	26,901	82,977
26	Percent Increase (New Business, In-Force)	12%, 7%	10%, 3%
27	Policy Ranges and Elimination Period Terms		
28	Issue Age Range, Gender Basis	18 - 84	18 - 85
29	Daily, Weekly or Monthly Benefit Range	\$750 - \$15,000/Month	\$1,500 - \$16,000/Month \$1,500 - \$15,000/Month
30	Benefit Periods and/or Pools	\$75K - \$1KK in \$5K Increments	5 Pools: \$100K - \$500K, \$1KK 1, 2, 3, 4, 5, 6, 7, 8, 10
31	Elimination Periods	90	30, 60, 90, 180 20, 30, 60, 90, 100, 180, 365
32	Vanishing, Cumulative	Yes, Yes	Yes, Yes
33	Elimination Period Crediting	Calendar Days	Calendar Days
34	Zero-Day HCBC EP with Longer NH EP	No	No No, But 20-Day HC EP Avail (Extra \$) w/Longer Facility EP
35	Policy Benefits		
36	Number of Benefit Pools, EPs	1, 1	1, 1
37	HCBC Payment Basis	Monthly	Monthly
38	Indemnity Facility, Indemnity HCBC	No, No	Disability, Disability NA, NA
39	Full Cash (Disability) Benefit	NA	Automatic Extra Cost
40	Partial Cash (Disability) Alternative	NA	Disability NA
41	Additional Cash Benefit	NA	NA
42	Assisted Living (Percent of NH Max)	100%	100% 50%, 75%, 100%, 125%
43	Home Care Health Aide (Percent of NH Max)	100%	75%, 100% 50%, 75%, 100%, 125%
44	Independent Professional, Non-Professional	Same, Reduced	Disability Cash Rider Can Cover This
45	Homemaker Services	Must Be Incidental	Disability Same As Custodial Care
46	Informal Care (Other Than Family)	Reduced	
47	Informal Family Care	"Flexible Benefit": 50% of Unused Benefit Can Be Used for Other Care Specified in the Plan of Care, Including Family Caregiving	Disability (Cash) Benefit Can Be Used for Any Purpose With Cash Rider, Benefit Can Be Used for Any Purpose
48	Benefit Increase Features		
49	Lifetime Compound Increases (Level Premium)	3%, 5%	3%, 5%
50	Lifetime Simple Increases (Level Premium)	NA	5% 3%, 5%
51	Other Increases (Level Premium)	NA	5% Compound to 2x 5% CBIO to 2x; Tiered; MDB Increase
52	Increased Before Claims Deducted?	No	No
53	Future Purchase Options (FPO)	15% Every 3 Years	NA 10% Every 2 Years Until Declined 2x or On Claim; Premium for the FPO Continues Even If FPO Feature No Longer Exists
54	Benefit Increase Comments	Unlimited Offers Until Age 80 No Matter How Many Times the Insured Declines	NA
55	Other Comments	Electronic App	Pays Monthly Cash Ben w/o Regard to Services or Amounts Used; HCO & FO Available Tiered BIO=5% Comp thru 60, 5% of Age 60 MDB thru 75, Then 0. Alt MDB Incr Doesn't Incr Pool

MASSMUTUAL	STATE FARM	THRIVENT	TRANSAMERICA	1
Comprehensive	Comprehensive	Comprehensive	Comprehensive	Comprehensive - CT Partnership
SignatureCare 500	Long Term Care Insurance	Thrivent Long Term Care Insurance	TCIII	TCIII - CT - P
MM500-P-2	97062	ICC12 H-HL-LTC	ICC13 TLC-4	ICC13 TLC-4
2000	1997	1987	1987	1987
2012	2011	2012	2013	2012
All States & DC, Puerto Rico	All But MA,NJ,RI	All But Perhaps NY	All States & DC	CT (Partnership)
36 (Including CT,IN,NY)	31 (Including IN)	35	38 (Including CT,IN)	All States & DC
A++	A++	A++	A+	
AA+	AA	Not Rated	AA-	
Aa2	Not Rated	Not Rated	A1	
AA+	Not Rated	AA	AA-	
98	98	98	93	
\$167,510	\$123,038	\$68,425	\$105,497	
\$12,687	\$65,242	\$4,386	\$5,471	
13%, 11%	14%, 7%	10%, 10%	3%, 7%	
\$29.0	\$12.6	\$0.9	\$20.8 (Plus \$9.8 of Single Premium)	
\$204.2	\$188.1	\$189.5	\$471.8	
42%, 14%	-5%, 4%	NA	45%, 0%	
8,667	5,973	384	10,798	
76,988	131,000	126,154	265,512	
40%, 11%	-10%, 2%	NA	52%, 1%	
18 - 79	30 - 79	18 - 79	18 - 79, Sex-Distinct	18 - 79
\$50 - \$400	\$100 - \$500 (Weekly for HC)	\$1,500 - \$15,000/Month	\$50 - \$500	\$224 - \$500
2, 3, 4, 5, 6	2, 3, 5	2, 3, 5, 8, 10	\$18,250-\$1,095,000	\$81,760-\$1,095,000
30, 60, 90, 180	30, 90, 180	30, 90, 180	0, 30, 60, 90, 180	0, 30, 60, 90
Yes, Yes	Yes, Yes	Yes, Yes	Yes, Yes	Yes, Yes
Service Days	Service Days	1 HC/Week=7	Service Days	Service Days
Extra Cost; HC Days Retire FC EP	No	Extra Cost; HC Days Retire FC EP	Included	No
1, 1	1, 1	1, 1	1,2 (0-Day HC)	1, 1
Daily (Monthly Extra \$)	Weekly	Monthly	Daily (Monthly Extra\$)	
No, No	No, No	No, No	No, No	
NA	NA	NA	NA	
NA	NA	NA	10 x Daily Max Each Month	NA
NA	NA	10% in Facilities; 15% At Home (Extra \$)	NA	10 x Daily Max Each Month
100%	100%	100%	100%	
100%	100%	100%	100%	
Same, Not Covered	Same, Not Covered	Same, Not Covered	Through Partial Cash Alt	No
Same As Custodial Care	Same As Custodial Care	Same As Custodial Care	Same As Custodial Care	No
Not Covered	Not Covered	Not Covered	Through Partial Cash Alt	No
Not Covered	Not Covered	Not Covered	Through Partial Cash Alt	No
3%, 5%	5%	3%, 5%	3%, 5%	5%
NA	5%	NA	NA	NA
NA	NA	NA	NA	NA
No	No	No	No	No
NA	Every 5 Years	5% Each Year	NA	NA
NA	\$25 of MDB Every 5 Years From Ages 45-65 If Not Claim-Eligible	FPO Provides Automatic 5% Increases Each Year, Unless Declined, Until 3 Consecutive Offers are Declined. Always Applies When on Claim	If No BIO Is Purchased, It Can Be Bought at the 1st, 3rd or 5th Anniv If Haven't Been Claim-Eligible	5% Compound BIO Re-quired by Partnership
Participating Policy: Dividends Payable; Facility Only Available			3% or 5% Step-Rated; Prems & Maxi-mums Incr Same % Each Year	If No BIO Is Purchased, It Can Be Bought at the 1st, 3rd or 5th Anniv If Haven't Been Claim-Eligible

2013 Annual Long Term Care Insurance Survey

See page 12 for description of abbreviations.

56	COMPANY NAME	LIFESECURE		MEDAMERICA	
57	Product Marketing Name	LifeSecure Long Term Care	LifeSecure OMTH (<i>Worksite Program</i>)	Simplicity II	FlexCare
58	Sales Rep/Source for More Info			http://agents.yourlongtermcare.com/	
59	Ancillary Benefits				
60	Bed Reserve Days/Year, Respite during EP?	365+Other, No		Disability, No (<i>Disability After EP</i>)	30+Other, 30
61	Alternative Plan of Care (<i>APC</i>)	Contractual After EP		Disability	Contractual After EP
62	Home Modification	Covered Under the Flexible Benefit		Disability	Same as Emergency Alert
63	Caregiver Training Benefit	Covered Under the Flexible Benefit		Disability	10 x MDB
64	Emergency Alert	APC		Disability	Covered Up to MDB; MedAmerica
65	Equipment Benefit	Covered Under the Flexible Benefit		Disability	May Agree to Pay More Via APC
66	Drug, Ambulance Benefit	NA		Disability	NA
67	Claims Issues				
68	Conditional Receipt Protection	No		No	
69	Coverage Beyond USA	Canada Only		Same as USA	
70	Provider Discounts (<i>Directly or Indirectly</i>)	Yes		Yes	
71	Care Coordination Available From	Client's Choice		Company Staff	
72	Third Party Care Coordinator Limits	No Limit		None	
73	Independent Review	As Required By Law		Extended to All States and All In-Force	
74	Premiums and Discounts				
75	Preferred Discount	10%		10%	
76	Substandard Extra Ratings	40%		None	
77	Two-Spouse, Two-Partner Discounts	30%, 30%		40%, 40%	30%, 30% (<i>22% in Worksite</i>)
78	Requires Identical Coverage?	No		No	
79	If Spouse is a Surprise Decline?	Unchanged		Reduced	
80	If Spouse Answers Yes to Knockout Question?	Unchanged		Reduced	
81	One-Spouse Discount (<i>Only 1 Spouse Applies</i>)	10%		20%	15%
82	Maximum Best UW Class & Spouse Discount	37%	35.7%	46%	37%
83	Later Marriage Earns Discount For	Current & New Spouse		Current & New Spouse (<i>Sometimes</i>)	
84	Most Common Employer, Affinity Discount	NA, 5%	5%, NA	5%, 5%	10%, 10%
85	Minimum Size Employer Group, Number Apps	NA	3, 3 Employees	3, 1	
86	Minimum Size Affinity Group, Number Apps	200, NA	NA	1, 1	500 (<i>Fewer by Exception</i>), 1
87	Credit Card: Frequencies Accepted	M, Q, SA, A		M, Q, SA, A	
88	Non-Level Premiums				
89	Fixed Periods	10		10	10, 20
90	Paid Up at Ages	65		65	NA
91	Other Options	NA		NA	
92	Waiver of Premium				
93	First Premium Waived (<i>Days</i>)	Elimination		Elimination	
94	Home and Community Based Care Waiver	Yes		Yes	
95	Joint Waiver	Not Offered		Extra Cost	
96	Return of Premium Upon Death (<i>ROP</i>)				
97	ROP Design 1	Net, 100%		Full, 100%	Net, 100% to 65, Grades to 0 @75
98	ROP Design 2	NA		Net, 100%	Net, 100% to 80, Then 0
99	Other Riders and Features				
100	Paid Up Survivor Benefit	Not Offered		Extra Cost	
101	Both People Must Survive Number of Years	NA		10	
102	Claim-Free Requirement?	NA		No	
103	Shared Care Benefit	Available Only in CA at This Time		Permanent Extra \$	Permanent Extra \$, Third Pool That
104	Other Shared Care Aspects			Must Keep 2 Years for Spouse	Can Differ from Client-Specific Pools
105	Restoration of Benefits	NA		Extra Cost	
106	Other Comments	Simplified Issue Available		Claims Paid Beginning of Month, So No Need to Prove Amount of Claim (Requires Cash Benefit Rider w/FlexCare); Simplified UW Available	
107	Non-Tax-Qualified Policies (<i>NTQ</i>)				
108	NTQ: Percent of Sales, Extra Cost	100% TQ		100% TQ	
109	NTQ: Facility and Home Care Triggers	NA		NA	
110	Combination Policies Offered				
111		None		None	

MASSMUTUAL		STATE FARM		THRIVENT		TRANSAMERICA		56
SignatureCare 500		Long Term Care Insurance		Thrivent Long Term Care Insurance		TCIII		57
800-767-1000				1-800-THRIVENT		TCIII - CT - P Carroll Golden, 817-285-3451, Carroll.Golden@Transamerica.com		58
59								
60+Other, 30		30+Other, No		60+Other, 60		60, 30		60
Contractual After EP		Contractual After EP		Contractual After EP		Contractual After EP		61
APC		50 x MDB*		2 x Monthly Max*		60 x MDB If Care Coord Is Used*		62
5 x MDB		5 x MDB/Plan of Care		2 x Monthly Max		Included Above*		63
50% of MDB/Month		25% MDB; Max 12 Months		Included Above*		Included Above*		64
APC		Included Above*		Included Above*		Included Above*		65
1 x MDB/Mo, 4 x MDB/Yr		NA		NA		NA		66
67								
Full, After UW Reqt		Full, After App		Full, After UW Reqt		Full, After App		68
1/2 MDB to 1/4 Max LT Benefit		No		Int'l (2x Max Monthly Benefit)		Full in Canada, Elsewhere: Cash Benefit Only		69
No		No		No		No		70
Through Network		Through Network		Through Network		Through Network		71
None		None		None		None		72
As Required By Law		Extended to Some IF & Some States		Extended to In-Force in States with IR		As Required By Law		73
74								
10%		10%		10%		10%		75
25%, 150%, 400%		None		25%, 50%		25%, 50%		76
30%, 30%		30%, 0%		35%, 35%		20%, 20%		77
No		No		No		Yes		78
Reduced		Unchanged		Reduced		Reduced		79
Reduced		Lost		Reduced		Reduced		80
15%		0%		15%		10%		81
37%		37%		45%		28%		82
Current & New Spouse (Sometimes)		Current & New Spouse		Current & New Spouse		Current & New Spouse If Same Policy Form & Benefits		83
10%, 10%		NA		NA		NA, 5%		84
3, 3		NA		NA		NA		85
10, 3		NA		NA		5, 5 Ees (More for SUW or MGI)		86
None		M, Q, SA, A		None		250, 12+/Year		87
88								
NA		NA		10		NA		89
NA		NA		65		NA		90
NA		NA		NA		NA		91
92								
Elimination		90 Service		Elimination		Elimination		93
Yes		Yes		Extra Cost		Automatic But NA If Substandard		94
Extra Cost		Not Offered		Automatic w/Shared Care Rider		Extra Cost		95
96								
NA		NA		Net, 100%		Incl: Death Before Age 67		97
NA		NA		NA		Net, 100%		98
99								
Extra Cost		Not Offered		Extra Cost		Not Offered		100
10		NA		10		NA		101
No		NA		Yes		NA		102
Permanent Extra \$, Third Pool		NA		Extra Cost Ends If Partner Dies. If Pool Depleted,		Extra Cost Ends If Partner Dies. If Pool Depleted, Spouse <91 & No Claim in 2 Yrs, Can Buy 2 Yr BP		103
Avail Only w/2 & 3Year BPs				Spouse <86 & No Clm in 2 Yrs, Can Buy 2 Yr BP				104
Extra Cost		Included		Extra Cost		Extra Cost		105
Loyal Customer Discount				5-Year Rate Guarantee		No War Exclusion. Reimb Up to 2x MMB for Injury Until Age 67; Add'l Amt Not +/- From Pool. 5-Year Rate Guarantee		106
5% All Years; FO Coverage Available						No War Exclusion. 5-Year Rate Guarantee		106
						Simplified UW Avail. No War Exclusion. Reimb Up to 2x MMB for Injury Until Age 67; Add'l Amt Not +/- From Pool. 5-Year Rate Guarantee		106
107								
100% TQ		100% TQ		100% TQ		100% TQ		108
NA		NA		NA		NA		109
110								
None		None		Annuities		None		111

SPECIAL FOCUS

• **Jurisdictions LTCI Available** (*row 7*) generally shows the jurisdictions in which the insurer sells, or intends to sell, LTCI. *A displayed product may not be available in all of these states.* (In fact one displayed product is available only in the CT Partnership.) It is possible that in some of the states we show, the insurer sells through an affiliate (such as a NY company); the displayed information might not apply to the affiliate.

• **State Partnerships** (*row 8*) identifies the number of state partnerships in which the insurer participated as of January 1, 2012 and specifically identifies any of the original four state partnerships (CA, CT, IN and NY) in which the insurer participates.

• **Financial Ratings and Ranking** (*rows 9-14*) lists each company's ratings from the four major rating agencies (A.M. Best, Standard & Poor's, Moody's, and Fitch). Row 14 shows Ebix's COMDEX ranking as of May 1, 2013.

The COMDEX ranking is from *VitalSigns*, a publication of EbixLife, Inc. EbixLife converts each company's A.M. Best, Standard & Poor's, Moody's, and Fitch ratings into a percentile ranking. For insurers rated by at least two of these rating agencies, EbixLife produces a COMDEX ranking by averaging that insurer's percentile rankings.

The COMDEX ranking has two key advantages: it combines the evaluations of several rating agencies and its percentile ranking makes it easier to understand how a company compares to its peers.

• **Financials** (*rows 15-18*) reflect the insurer's statutory assets and surplus (*in millions*) for year-end 2012, and the percentage changes from the previous year. These figures include neither assets nor surplus of related companies nor reflect assets under management.

• **LTCI Premium** (*rows 19-22*) lists the annualized premiums (*in millions*) for policies sold in 2012 and, separately, of policies in force on December 31, 2012, and the percentage changes from the previous year.

• **LTCI Lives Insured** (*rows 23-26*)

2013 Long Term Care Insurance Survey

Company (*Product*): Best Rating Class;
Up to \$100/Day; 90-Day Elimination Period

Without Benefit Increases					5% Compound Benefit Increases					Without Benefit Increases					5% Compound Benefit Increases				
Age 40					Age 40					Age 40					Age 40				
Age 50					Age 50					Age 50					Age 50				
Age 60					Age 60					Age 60					Age 60				
Age 70					Age 70					Age 70					Age 70				
Lifetime Benefit Period					Single Insured					Single Insured					Heterosexual Couple				
	Male/Female	Male/Female	Male/Female	Male/Female		Male/Female	Male/Female	Male/Female	Male/Female										
Bankers Life (<i>GR-N620</i>)	\$465	\$760	\$1,368	\$3,080		\$2,642	\$3,184	\$4,091	\$6,454	\$605	\$988	\$1,778	\$4,004	\$3,435	\$4,139	\$5,319	\$8,391		
Bankers Life (<i>GR-N650</i>)	662	1,079	1,932	4,293		3,739	4,473	5,725	8,964	869	1,424	2,602	6,040	4,910	5,902	7,712	12,609		
Country Life (<i>Comprehensive</i>)	529	721	1,172	3,123		2,047	2,244	2,743	5,152	706	961	1,563	4,165	2,729	2,992	3,657	6,870		
Country Life (<i>Facility Only</i>)	439	586	930	2,444		1,610	1,759	2,134	3,990	585	781	1,240	3,259	2,147	2,345	2,845	5,319		
Knights of Columbus (<i>Comprehensive</i>)	330	608	1,060	2,560		1,230	1,733	2,420	4,482	561	1,034	1,802	4,353	2,091	2,946	4,115	7,620		
Knights of Columbus (<i>Facility Only</i>)	172	316	657	1,792		614	865	1,441	3,012	292	538	1,117	3,047	1,044	1,471	2,449	5,121		
Three-Year Benefit Period					Single Insured					Single Insured					Heterosexual Couple				
Bankers Life (<i>GR-N620</i>)	268	421	749	1,691		1,395	1,674	2,150	3,419	348	548	974	2,198	1,814	2,176	2,795	4,444		
Bankers Life (<i>GR-N650</i>)	357	561	996	2,231		1,849	2,219	2,851	4,508	468	736	1,329	3,047	2,428	2,913	3,802	6,161		
Country Life (<i>Comprehensive</i>)	319	431	689	1,755		1,285	1,411	1,735	2,913	425	574	919	2,340	1,713	1,881	2,314	3,884		
Country Life (<i>Facility Only</i>)	251	329	505	1,267		913	998	1,220	2,036	335	438	674	1,690	1,217	1,331	1,626	2,714		
Genworth (<i>Privileged Choice Flex</i>)	584	626	895	2,261		1,246	1,408	1,852	3,680	934	1,002	1,432	3,618	1,994	2,254	2,962	5,888		
Genworth (<i>Privileged Choice Flex 2</i>)	475/669	505/764	709/967	1,791/2,443		1,195/1,585	1,339/1,825	1,529/2,353	2,982/4,175	774	858	1,934	2,238	1,822	2,276	2,600	3,812		
John Hancock (<i>Custom Care III Unisex</i>)						2,421	2,511	2,682	4,095					3,497	3,627	3,874	5,915		
John Hancock (<i>Custom Care III Gender Distinct</i>)						1,953/3,069	2,007/3,114	2,106/3,213	3,348/4,797					3,627	3,699	3,842	5,883		
Knights of Columbus (<i>Comprehensive</i>)	200	363	626	1,499		724	1,016	1,415	2,612	340	617	1,064	2,548	1,230	1,728	2,406	4,440		
Knights of Columbus (<i>Facility Only</i>)	130	236	407	1,049		452	634	883	1,755	221	401	692	1,784	768	1,078	1,501	2,984		
MassMutual (<i>500 Series</i>)	454	576	923	2,131		2,470	2,472	2,700	4,391	635	807	1,292	2,984	3,459	3,461	3,781	6,147		
MedAmerica (<i>FlexCare</i>)	248	409	734	1,656		1,355	1,652	2,100	3,283	348	572	1,028	2,318	1,898	2,313	2,940	4,596		
State Farm Mutual Auto	358	548	944	1,969		2,356	2,515	2,834	4,125	501	767	1,322	2,757	3,298	3,521	3,968	5,775		
Thrivent (<i>Long Term Care Insurance</i>)	433	607	1,011	2,196		2,539	2,651	3,094	4,655	563	789	1,315	2,854	3,301	3,447	4,022	6,051		
Transamerica (<i>Transcare III - Gender Distinct</i>)	367/560	509/776	826/1,259	1,852/2,823		1,828/2,786	2,041/3,111	2,297/3,500	3,371/5,138	649	899	1,459	3,273	3,230	3,607	4,058	5,956		
Transamerica (<i>Transcare III - CT Partnership</i>)	334/510	464/707	753/1,147	1,688/2,571		1,665/2,538	1,859/2,833	2,092/3,188	3,071/4,680	591	820	1,330	2,981	2,942	3,286	3,697	5,426		
Transamerica (<i>Transcare II Worksite</i>)	370	476	793	1,877		1,287	1,537	2,077	3,490	592	761	1,269	3,002	2,060	2,459	3,324	5,584		
\$100,000 Benefit Pool					Single Insured					Single Insured					Heterosexual Couple				
MedAmerica (<i>Simplicity II</i>)	254	466	917	2,017		1,303	1,716	2,404	3,744	305	559	1,100	2,421	1,563	2,059	2,885	4,493		
LifeSecure (<i>Long Term Care</i>)	400	531	841	2,103		1,240	1,392	2,070	4,101	560	744	1,178	2,944	1,735	1,948	2,898	5,741		
LifeSecure OMTH (<i>our MultiLife program</i>)	417	555	879	2,198		1,294	1,453	2,162	4,286	571	759	1,203	3,008	1,771	1,989	2,959	5,865		